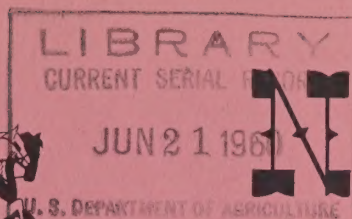
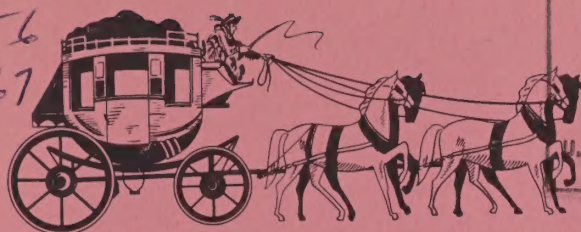


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NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1959 Edition No. 16

December 10, 1959

SALES - We have received word that South Dakota is closing sales as of December 31, 1959 in 32 of the 40 counties in which they have crop insurance programs. They indicate that the closing date may be advanced in the 8 counties where sales are still permitted. Their decision to close sales early is in line with the Corporation's policy of not accepting additional liability in face of adverse conditions. The South Dakota State Director points out that any new business must be written at a time when it is purchased on a business basis and not at such a late date that the Corporation would be obligating abnormal risks. Several counties in South Dakota have already reached their maximum quotas and the others are rapidly approaching the maximum.

Now, let's look at our own sales campaign. We, of course, decided to close sales on December 31, in all of our counties quite some time ago and our decision was for the same reason as South Dakota's.

We have some counties that have already reached or will reach their maximum quotas by December 31, but many still have a lot of selling to do before they will show any increase for 1960.

The figures showing cancellations and crops covered to date are based on what has actually been received in the State Office.

"No grower" cancellations are not included yet. The figure point out what needs to be done in the few remaining days of the 1960 sales campaign.

Weather conditions during the past two weeks have generally been good, so if you failed to get out and make contacts you may have missed the boat since the weather might get much worse from now on.

We know that thousands of letters have been mailed out, ads are being run in the newspapers, radio and T.V. advertising is being carried out. But, these are only sales aids. They won't get the selling job done. It has been proven time and time again that personal contacts must be made and that only face to face selling will bring in the applications.

Every Agent should arrange to make every possible personal contact that he can before December 31.

REINSTATEMENTS - Remember that you can reinstate cancelled contracts through January 15, 1960. After the sales campaign is over, concentrate on this job.

COLLECTIONS - Continue to give attention to the outstanding accounts.

Your earnings are based on what you collect by December 31. A paid up insured is less apt to cancel.

TRANSMITTING APPLICATIONS AND CANCELLATIONS - We would appreciate receiving them as soon as possible so that we may process them.

SALES REPORTS - We still aren't getting reports from every agent each week. Why can't we finish the 1960 campaign with every agent filing a report each week? Do this first thing every Monday on December 14, 21, 28 and the final report on January 4, 1960.

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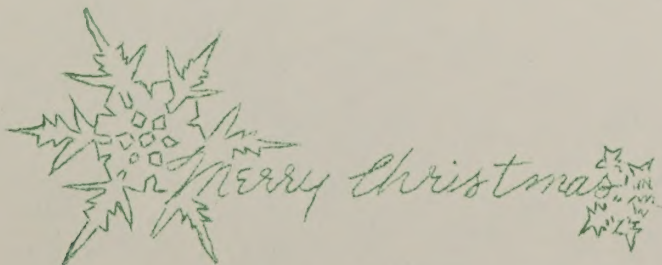
LOSS ADJUSTMENTS - By the time we are through we will have received nearly 8000 claims. Insureds are receiving over \$2,300,000 in payments. Our premium income for 1959 is nearly \$2,530,000.

INCREASE IN FICA TAX - The FICA tax on salaries and wages paid on and after January 1, 1960, will be deducted at the rate of 3% of gross salary. This rate will be used on any salary or wages paid after that date regardless of when earned.

LES ERICKSON - Is making a satisfactory recovery and we expect him back on the job after New Years'. Actually Les has been taking a hand in conducting the Sales Campaign in his area for the past month through telephone conversations with us and with his Area Keyman, Paul Craig.

WASHINGTON OFFICE COMMENT - on the letters developed by Supervisor Schonberger and Agents Opland and Jorgensen reads in part - - - "This is the best effort of this type that has ever been forwarded to us from the field. This effort would leave no question regarding the sincerity and ingenuity put into their crop insurance work by the individuals responsible for it.

It is so good and has such potential for wider use that we want you to obtain and send copies of the four letters, as well as the business letter sent to FCIC Agents by the printers, to the States and individuals listed on the attached distribution sheet"---



STATUS OF SALES CAMPAIGN (As Of December 10, 1959)

COUNTY	Cancelled For 1960 Rec'd S.O.	1960 Crops Covered Rec'd S.O.	Gain or Loss
<u>(ERICKSON'S AREA)</u>			
Barnes	105	35	-70
Cass	173	17	-156
Dickey	89	73	-16
Griggs	107	3	-104
LaMoure	84	301	+217
Ransom	8	64	+56
Richland	20	27	+7
Sargent	83	266	+183
Steele	43	1	-42
Stutsman	105	104	-1
Traill	68	25	-43
TOTALS	885	916	+31
<u>(THEXTON'S AREA)</u>			
Benson	49	40	-9
Cavalier	65	2	-63
Eddy	9	14	+5
Foster	17	12	-5
Grand Forks	62	23	-39
Nelson	47	1	-46
Pembina	48	12	-36
Ramsey	56	92	+36
Towner	29	2	-27
Walsh	120	21	-99
TOTALS	502	219	-283
<u>(SCHONBERGER'S AREA)</u>			
Bottineau	68	10	-58
Burke	9	0	-9
Divide	56	1	-55
McHenry	30	99	+69
McLean	20	6	-14
Mountrail	3	14	+11
Pierce	10	8	-2
Renville	12	0	-12
Rolette	19	16	-3
Ward	52	17	-35
Williams	46	54	+8
TOTALS	325	225	-100

STATUS OF SALES CAMPAIGN (As Of December 10, 1959)

COUNTY	Cancelled For 1960 Rec'd S.O.	1960 Crops Covered Rec'd S.O.	Gain or Loss
<u>(OLSON'S AREA)</u>			
Burleigh	0	3	+3
Emmons	1	26	+25
Kidder	1	22	+21
Logan	19	28	+9
McIntosh	20	26	+6
Mercer	6	11	+5
Morton	9	111	+102
Oliver	3	34	+31
Sheridan	13	14	+1
Sioux	3	4	+1
Wells	9	26	+17
TOTALS	84	305	+221
<u>(MARKEL'S AREA)</u>			
Adams	3	0	-3
Bowman	9	0	-9
Dunn	4	5	+1
Golden Valley	8	3	-5
Grant	4	49	+45
Hettinger	2	0	-2
McKenzie	4	4	0
Slope	6	5	-1
Stark	15	39	+24
TOTALS	55	105	+50
<u>(SUPERVISORS)</u>			
Erickson	885	916	+31
Thexton	502	219	-283
Olson	84	305	+221
Markel	55	105	+50
Schonberger	325	225	-100
TOTALS	1,851	1,770	-81

